



News Release

WEST VIRGINIA DISTRICT

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SBA Hosts Webinar on International Legal Considerations

Guest Speaker Jacob Manning, Partner at Dinsmore & Shohl

CLARKSBURG, WEST VIRGINIA – Ninety five percent of the world’s consumers live outside of the United States, representing over eighty percent of the world’s purchasing power. Exporting gives small businesses the opportunities to reach new markets, increase sales, generate economies of scale, improve inventory management, maintain global competitiveness, and create jobs.

If your company is considering entering a distributorship agreement with a company overseas join the West Virginia District Office of the U.S. Small Business Administration and SCORE Thursday, June 12 for a free webinar featuring Jacob Manning, a partner with Dinsmore & Shohl in Wheeling, WV.

The webinar discusses strategies for successful international expansion, with a focus on legal issues that should be considered when entering into a distributorship or an agency agreement with an overseas partner. Key topics include: choosing a distributor or agent, contracts in different markets, key provisions in agreements, and dispute prevention and resolution.

Register at <http://www.wvscore.org/>.

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The mission of the SBA is to aid, counsel, assist and promote the interests of small businesses by providing financial, procurement and business development assistance and advocating on their behalf within the government. All SBA programs are extended to the public on a non-discriminatory basis.